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Gaurav Vora, Director, Dynaflex Private Ltd

Yash Ved / 12:40 , Oct 30, 2012



**Gaurav Vora, Director, Dynaflex Private Ltd** has more than 15 years of experience in specialty packaging and security products industry. A visionary, he developed the tamper evident line in India by supplying 1 crore such high security envelopes with the launch of Dhirubhai Ambani pioneer scheme where mobiles were going to be delivered across India by courier against global competition. He has taken extensive training in specialty packaging from Europe & has worked in similar global leading Companies in Scotland, Germany, Italy and Spain.

Established in 1985, **Dynaflex Private Limited** is one of Asia's leading manufacturers of security and tamper evident envelopes & bags that has recently ventured into protective packaging products in India. Dynaflex products range from the day-to-day used poly mailers / courier bags to specialty packaging for prestigious companies in the F&B and lifestyle Segments to highly classified & top secret government & defense applications. Dynaflex Private Limited further expanded its portfolio and began its security and tamper evident, business by adding the dynasafe range products, a very niche product line. Dynaflex is providing integrated security and tamper evident, protective packaging solutions to clients in the areas of Education, Immigration, Police and Forensic Departments, Aviation, Defence, Banking, Gems & Jewelry etc.

Speaking with **Yash Ved** of **IIFL**, Gaurav Vora says "We are planning to invest US\$5mn and will be raising the amount via debt and internal accruals."

#### Brief us about your business model?

We are leader in Asia in and tamper evident envelopes. Security and tamper evident envelopes are an upcoming trend in developing countries. The most complicated is evidence collection. Ornaments and gold is secured in tamper evident envelopes.

Globally, there are seven companies who deal with tamper evident envelopes.

#### What are your expansion plans?

We are planning to increase capacity by 3-5 times. Middle east, Africa are key areas for us. Various PE players are in talks with us. The Packaging sector is growing at Phenomenal rate. The demand for tamper evident envelopes is growing very well.

We will be setting up sales teams in Bangladesh and Middle East.

Next year, we will do Diaper packaging and also entering into high security packaging which is sensitive such as blood samples and body organs.

#### Brief us about your tie-ups?

Dynaflex has tie ups with the Regional Passport offices in Maharashtra, key universities, governments and e-commerce websites like ebay, flipkart to provide tamper proof low cost packaging / envelopes for their goods and services to counter thief and weather conditions prevalent in the country.

#### What is your revenue mix?

About 80% of our business comes from domestic business and 20% of our business comes from exports.

#### Any IPO plans?

We have no IPO plans at this juncture.

#### How much of investment goes on R&D plans?

We spent about Rs40-50 lacs out of current capex.

#### What is your current Capex?

We are planning to invest US\$5mn. We will be raising via debt and internal accruals.

#### What is your revenue target for FY13-14?

We are eying revenues at Rs360mn for FY13 and Rs560mn for FY14.

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## Sector Indices

Name	Value	Change	%
BSE Carbonex	972.41	[13.6]	[1.4]
BSE Greenex	1,636.53	[16.1]	[1.0]
BSE SME IPO	516.90	[0.3]	[0.1]
BSE 100	5,987.36	[83.7]	[1.4]
BSE 200	2,393.67	[31.8]	[1.3]
BSE 500	7,405.62	[93.4]	[1.2]
BSE AUTO	11,350.84	[218.0]	[1.9]

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